

Message Text

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ACTION ARA-20

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FM AMEMBASSY SAN SALVADOR

TO SECSTATE WASHDC 6324

INFO USDOC, WASHDC

UNCLAS SAN SALVADOR 3564

E.O. 11652: N/A

TAGS: BEXP, ES

SUBJ: OUTSIDE CONTRACTING OF WORLD TRADERS DATA REPORT (WTDR'S)

REF: STATE 186718

1. THE ANSWERS TO QUESTIONS CONTAINED IN REFTEL ARE AS FOLLOWS,
IN THE SAME ORDER:

A. THE UNIT PRICE FOR EACH WTDR IS \$3.50.

B. 216 WTDR REPORTS IN FY'74

C. 90 PERCENT OF THE REPORTS SUBMITTED IN FY'74 CONTAINED
INFORMATION GIVEN BY THE CONTRAVTOR. THE OTHERS WERE
VOLUNTARY.

D. THE CONTRACTOR'S REPORTS PROVIDE 100 PERCENT OF THE
INFORMATION REQUIRED FOR EACH WTDR.

E. THE REPORTS ARE DRAFTED BY THE CONTRACTOR IN ENGLISH.

F. THE CONTRACTOR TYPES ALL REPORTS IN FINAL FOR., READY-TO-GO,
ON FORM DIB-484, AND ON EMBASSY TELEGRAM FORMS. SOME REPORTS
REQUIRE EDITING BY THE COMMERICAL STAFF AND ABOUT 10 PERCENT
REQUIRE PARTIAL RETYPING.

G. ""18, 4, 29"".

H. REGULAR WTDR'S: (1) FSO - 8 HOURS; FSL-PROFESSIONALS - 7;
(2) 0 HOURS; (3) 20 HOURS.

"VOLUNTARY" WTDR'S (1) FSO - 5 HOURS; (2) FSL PROFESSIONAL -
8 HOURS; AND (3) FSL-CLERICAL - 3 HOURS.

I. ON THE BASIS OF THE 216 WTDR'S SUPPLIED IN FY'74 THE POST
SAVED ABOUT 1,030 PERSON-HOURS (FSL PPOFESSIONAL); ABOUT
70 PERSON-HOURS (FSO); AND ABOUT 75 PERSON-HOURS (FSL-CLERICAL).

J. THE NAME OF THE CONTRACTOR IS ALGER ROBERT GREGG. THE
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NATURE OF HIS OVERALL BUSINESS IN EL SALVADOR IS TO COLLECT

COMMERCIAL CREDIT INFORMATION FOR SEVERAL EMBASSIES AND
TRADE ORGANIZATIONS.

K. THE EMBASSY COMMENCED CONTRACTING OUT WTDR WORK IN 1965.

L. THE CONTRACTOR'S WORK IS REASONABLY SATISFACTORY AS REGARDS
ADEQUACY OF INFORMATION SUPPLIED, RELIABILITY OF INFORMATION
AND PROMPTNESS (SEE PARAGRAPH F).

M. BASED ON OUR EXPERIENCE, WE DO SUGGEST THAT POSTS IN GENERAL
SHOULD SEEK TO CONTRACT OUT THEIR WTDR WORK, AT A REASONABLE UNIT
COST, IN VIEW OF THE CONSIDERABLE TIME-SAVING INVOLVED BOTH
FOR FSO'S AND FSL'S, WHICH CAN BE PROFITABLY UTILIZED IN OTHER
TRADE PROMOTION ACTIVITIES.

2. SINCE THE INITIATION OF THE HIGHER-048:3\$, STRAMLINED TELEGRAPHIC
WTDR SERVICE THE LATTER HAS DEFINITELY IMPROVED QUALITATIVELY WHILST
DECREASING IN VOLUME. WE HAVE HAD MANY FAVORABLE COMMENTS FROM
VISITING U.S. BUSINESSMEN WHO HAVE COMMENDED STATE
AND COMMERCE FOR THE SPEED AND EFFICIENCY IN WTDR SERVICING
WHICH THEY HAVE OBSERVED IN THEIR TRAVELS. WE WOULD LIKE TO ADD
OUR OWN APPRECIATION TO THEIRS.

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